

## Message Text

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ORIGIN COME-00

INFO OCT-01 EA-11 ISO-00 SS-20 EB-11 CIAE-00 INR-10

NSAE-00 RSC-01 H-03 /057 R

66617

DRAFED BY: COM/OTP/TND/IEPRS:KGKUWABARA

APPROVED BY: EB/OCA/REP:LHPOMEROY

COMM/OTP/IEPRS:JFORREST

COMM/OTP/IND/IEPRS:CJOHNSON

COMM/OTP/TNTA/IEPRS:DSCHLECHTY

EA/J:RDANKERT

OT/STA:RWINSTANLEY

----- 056616

R 062206Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

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EO 11652: NA

TAGS: ETRD, JA

SUBJ: COMPALINT OF US EXPORTER OF LUBRICANTS IN AEROSOL CANS

1. LPS RESEARCH LABORATORIES, INC., OF LOS ANGELES, HAS INFORMED SENATOR CRANSTON'S OFFICE OF A PROBLEM IT HAS IN JAPAN REGARDING SALES OF ITS INDUSTRIAL LUBRICANTS IN AEROSOL CANS. THE SENATOR WROTE SECRETARY DENT ON THE PROBLEM EXPRESSING HOPE THAT JAPAN'S LIBERALIZATION EFFORTS WILL NOT BE OUTWEIGHED BY PROLIFERATION OF NTB'S. FACTS AS OUTLINED TO US BY CRANSTON'S OFFICE AND LPS ARE AS FOLLOWS: (A) DURING THE LAST SIX MONTHS, JAPANESE IMPORTERS OF LPS PRODUCTS REPORTEDLY HAVE ENCOUNTERED "DELAYS AND COMPLICATIONS" IN OBTAINING RELEASE OF THESE PRODUCTS FROM JAPANESE CUSTOMS. LPS'S JAPANESE CUSTOMERS HAVE CANCELLED ORDERS FOR THESE PRODUCTS AS A RESULT OF SUCH DELAYS LASTING ONE OR EVEN TWO MONTHS. (B) LPS SURMISES THAT THE DELAYS ARISE FROM THE TIME REQUIRED TO

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TEST CONFORMANCE OF THE AEROSOL CANS WITH A JAPANESE

PRODUCT SAFETY STANDARD, BUT CANNOT UNDERSTAND THE NEED FOR THE PROLONGED DELAY TO CLEAR CUSTOMS. THE LUBRICANTS LPS SELLS ARE NOT ENCLOSED IN SOLDERED CANS BUT IN STRONGER WELDED CANS WHICH CAN WITHSTAND UP TO 200 POUNDS OF PRESSURE PER INCH EVEN THOUGH THE AEROSOL CANS FOR LPS PRODUCTS CONTAIN ONLY 40 POUNDS OF PRESSURE. (C) LPS IS INCLINED TO BELIEVE THE EXPLANATION FOR THE RECENT DIFFICULTIES OFFERED BY THE MANAGER IN LOS ANGELES OF THE GOMIYA COMPANY OF TOKYO, A PAST BUYER OF LPS PRODUCTS WHOSE PURCHASE CONTRACT WITH LPS WAS VOIDED RECENTLY. THIS MANAGER ATTRIBUTES THE NEW OBSTACLES TO A DELIBERATE JAPANESE GOVERNMENT (GOJ) POLICY TO SLOW THE GROWTH RATE OF JAPANESE IMPORTS FROM THE UNITED STATES. (D) THE PRODUCTS IN QUESTION CONSIST OF COMPOUNDED LUBRICANTS, INCLUDING THOSE USED ON LANDING GEARS OF AIRCRAFT. PRICES ON THE AFFECTED PRODUCTS IN AEROSOL CANS WERE NOT INCREASED EITHER PRIOR TO OR SINCE THE OUTBREAK OF PRESENT DIFFICULTIES. SOME JAPANESE IMPORTERS HAVE SHIFTED ORDERS FOR SIMILAR PRODUCTS TO WEST GERMAN SUPPLIERS.

2. EMBASSY IS REQUESTED TO INVESTIGATE AND COMMENT ON THE ACCURACY OF ABOVE STATEMENTS AND ALLEGATIONS, AND TO PROVIDE SUMMARY AND TEXT OF APPLICABLE JAPANESE SAFETY STANDARD ON AEROSOL CANS. WHILE RELUCTANT TO EMBARRASS GOMIYA COMPANY WHICH HE STILL CONSIDERED POTENTIAL FUTURE CUSTOMER, LPS DID NOT RULE OUT POSSIBLE EMBASSY APPROACH TO THEM ON DISCREET BASIS.

3. REPLY REQUESTED ASAP TO SATISFY INTEREST OF SENATOR CRANSTON. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** LUBRICANTS, EXPORTS, TRADE LIBERALIZATION, TRADE COMPLAINTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 DEC 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** garlanwa  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973STATE239253  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
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**Office:** ORIGIN COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** garlanwa  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 NOV 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14-Nov-2001 by smithrj>; APPROVED <08 MAR 2002 by garlanwa>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMPALINT OF US EXPORTER OF LUBRICANTS IN AEROSOL CANS  
**TAGS:** ETRD, JA, US  
**To:** TOKYO  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005